Executive Director/Business Manager Report
Dec 9, 2021

Membership:

Current Institutional Members: 94 + 30 Small Institutional -- 124 Total

Current Individual Members: 439

Life Members - 32

Students (College) - 19

Corporate/Vendor Members: 8

- Corporate/Vendor Member Directory webpage at: http://www.actem.org/page-1752489

ACTEM Membership Year - July 1st through June 30th annually.

Financials:

Financial Reports are posted online under the meeting reports link on ACTEM website.

Annual Report for FY 2020-21

- Bottom line profit of - $94K
- Gross Sales for the Year - $789K
- Gains in our Maine Community Foundation Funds (MCF) - Almost $84K
- If you exclude the MCF Fund gain the actual profit was about $10K

FY 2020-21 Financial Summary

Total Income	$ 940,012
Cost of Goods Sold	$ -721,365
Total Expenses	$ -208.848
Total Realized/Unrealized Gains (MCF)	$ 84,713
Total Profit FY 2020-21	**$ 94,512**

Balance Sheet Account Assets on Jun 30, 2021

KeyBank Checking	$ 70,107.79
KeyBank Savings	$ 35,268.86
PayPal	$ 1,419.24
Maine Community Foundation	$ 307,133.47
Total Account Assets	**$ 413,929.36**

Financials as of Nov. 30, 2021:

- Membership income - $15K
- Conference Income - $14.5K
- Software Commissions - $15K
- Gross sales of software/hardware - $765K
- Profit/Loss Report is showing a profit of almost $27K through Nov. 2021
- Balance Sheet shows just under $428K in our various bank accounts including the MCF Funds as of Nov. 30, 2021

Software/Hardware News:

Check out the [Purchasing Consortium information sheet](#) posted in meeting reports

This one-page sheet shows both ACTEM's and Vendor partner offerings.

Remember: Purchasing from ACTEM helps support the mission of the association and support programs like the PD reimbursement program, etc.

Adobe

- ACTEM manages over 250 individual Adobe CC subscriptions
- Adobe licensing is only offered by subscription
- Common renewal date of Aug. 9th each year.
- We also offer Adobe Site licenses (55) have custom renewal dates for each district.
- Site licenses come in two options Shared Device or Named User and are offered at $2,500.00

Microsoft

- Select Plus Perpetual Licensing - For registered districts
- ACTEM can only sell the most recent version of any Microsoft software but you are allowed to install an older version with a current license.
- Office 2021 has been released along with Windows Server 2022
- For Select Plus licensing you need to purchase the license with Software Assurance in order to have the upgrade rights to new versions.

Sophos

- The on-premise version of Sophos is at end-of-life. New or renewals will be a version of Sophos Central Intercept X (cloud version). Just an FYI that Servers are counted separately with Intercept X.
- Contact the ACTEM office for quotes

Seesaw Licensing

- ACTEM joined a 3-state-consortia this spring to offer lower pricing on Seesaw licensing for Maine districts
- Coordinated through Jeff Mao who is the Executive Director of Vita-Learns
- Regular Seesaw license price is $5.50 per student - Consortium price $4.15
- Seesaw Lessons add-on is available to schools with Seesaw for Schools lcensing
  - Seesaw Lessons pricing will be **no higher than $5/student**
  - For more information see article in Dec. Newsletter

CDW-G

- Institutional Members offered discounts on many items plus free shipping
- Must be an ACTEM institutional member
- Purchasing through the CDW-G gives a small % of sales to benefit ACTEM programs

Purchasing Portals:

Connection

Connection is pleased to partner with ACTEM and extends discounted pricing on technology products to our member districts. **Connection Purchasing Portal Link**

Contact - Jill Meade, jill.meade@connection.com

Eduporium - Online Portal on ACTEM Website soon - https://www.eduporium.com/actem

ACTEM is pleased to announce a partnership with Eduporium to offer members extra discounts

on all their products. The online portal will provide a link to the many educational tools, customize tech bundles and activities for students. When ACTEM members use this portal, they will receive extra discounts on Eduporium products over and above the regular educational pricing.

ClassLink - Provides single sign-on into web and Windows applications, and instant access to files at school and in the cloud.

Newslea - ACTEM Member Schools & Districts can subscribe to Newsela and Save between 5-25% on Newsela PRO, Powerwords, and Collections!
- To get a quote contact actem-me@newsela.com to get a quote. Order directly with Newslea.

Kajeet Hotspots & Plans
- Save 5% by ordering through ACTEM

Other Items:
Opportunity to Support ACTEM
> **Amazon Smile**
> Shop at smile.amazon.com and we'll donate to your favorite charitable organization, at no cost to you. Sign in to smile.amazon.com go to your account and select "Association of Computer Technology Educators of Maine" as your charity. When you do that a small percentage of your purchase goes to ACTEM quarterly.

Upcoming Conference Dates
> ***ACTEM 2022 Spring Leadership Conference*** - May 3. 2022
> > Holiday Inn by the Bay, Portland, ME
> > More information will be released after the first of the new year
> ***ACTEM Fall 2022 Conference*** - Oct. 13-14, 2022
> > Augusta Civic Center - Augusta, ME
> Fall 2021 Keynote - Michael Matera's Book ***Explore Like a Pirate*** is available through ACTEM at the special price of $15 inc. shipping

> **Congratulations & best wishes to Cheryl Oakes** as she steps down from a leadership role in the ACTEM fall conference. Cheryl served as conference chair in 2018 & 2019. She also served as co-chair with Stephanie Cheney for the last two virtual ACTEM fall conferences (2020 & 2021).
> Stephanie will continue as co-chair with the addition of Amanda Nguyen for the 2022 fall conference.

Professional Development
> **Online Minecraft EDU General Overview Training**
> **Date: Thursday, Dec. 9, 2022 - TODAY**
> **Time: 3:00 - 4:00 PM**
> **Location: Online Via Microsoft Teams**
> **Trainer: Dan Coronel - dacorone@microsoft.com**
> **Registration Link: https://aka.ms/MinecraftEDUMaineDemo**
> **Overview --** This training will be a general overview of the educational version of Minecraft! It will aim to answer any questions you have about the program and invite and encourage you to reach out to dacorone@microsoft.com for any questions regarding Minecraft EDU or if you would like to move forward and purchase licenses.
> --
> **TCEA Online Self-paced Courses Available starting at $29**
> ACTEM has a new partnership with TCES (Texas) to offer online self-paced courses to our

members. This partnership provides over 30 course offerings to ACTEM members at very reasonable pricing. Select **ACTEM** from the **Referring Organization** drop down menu when registering.

Big Deal Media
Publishes two newsletters per month with information about Funding & Recognition, Digital Learning Learning Support, Professional Growth, STEM/STEAM/STREAM, Mobile Learning, Social Media, etc. ACTEM has a link to Big Deal Media on our website.

ACTEM OverDrive Library
We hope this member benefit is helpful and a value to our members. ACTEM is always looking to add titles to our PD library. Please send suggested tiles to us.
Please check it out at: **bit.ly/ACTEM-overdrive**

ACTEM Newsletter
- Dec 2021 newsletters is out and posted on ACTEM's website
- Digital only copies of newsletters are available online at www.actem.org
- Please send articles, photos, school happenings, PD opportunities to include in next issue
- ACTEM will be distributing future newsletters via email and online only.

ACTEM Professional Partnership
ISTE - **ISTE affiliates** are nonprofit organizations that build communities of educators focused on improving teaching and learning and align with ISTE's mission and values.
    ISTELive 22 - June 26-30, 2021 - New Orleans, LA

NEISTE - New England ISTE - http://www.neiste.org
    Free webinar series. Check out the link on ACTEM's website for more information.
    Next NEISTE Board Meeting is - Dec. 13th @ 7:00 PM

Future Meeting Dates:

- March 10, 2022
- May 19, 2022

Attendance sign-up at www.actem.org